

William A. (Bill) Haile
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QUALIFICATIONS SUMMARY

Innovative, accomplished Business and Program Development Consultant who brings value to the organization through application of multiple significant skills developed through highly diversified 30+ year career in industry. Experience includes technical and marketing successes related to polymers, fibers, FR/other additives, nonwovens and composites. Retired from Eastman Chemical Company in 2004, but well known and remains active in the trade as Director, Business & Product Development for Missing Octave Insights Consulting.

ACCOMPLISHMENTS AT EASTMAN

- Proposed and provided marketing leadership for Eastman's polyester spunbond and BCF initiatives that became very successful programs in the trade, providing three-digit increases in polymer sales.
- Managed introduction of additive masterbatches to enhance performance of polyesters.
- Instrumental in significantly doubling commercial sales of copolyesters for binder fiber applications through demonstration of product advantages, introduction of a new higher flow product and focus on dependability of domestic supplier.
- Presented and published over 72 papers.
- Inventor or co-inventor of record on over 100 U.S. and foreign patents.
- Selected by management due to expertise and project management to serve as Development and Commercialization Team Leader for Advanced Melt Blowing Line for specialty polymers at a Kodak venture company. Project resulted in production of filter media that replaced more expensive imported products and new safety separator for lithium batteries.
- Served as Development and Commercialization Team Leader for Capillary Surface Technology, of which 4DG, a deep grooved, spontaneously wettable fiber is probably the best known. This technical advance is often credited with aiding development of high-performance "fluid movement, fluid management" engineered structures.
- Codeveloper of powder bonding process that was later commercialized by three major companies.
- Developed cationic pressure emulsion procedure for making polyethylene textile softeners.
- Chosen to attend Center for Creative Leadership in Colorado Springs, Colorado, due to demonstrated ability to represent both scientific and business interests for Eastman Chemical Company
- Selected to attend Buffalo State College Center for Studies in Creativity due to recognized leadership skills, resourcefulness and "outside the box" thinking.

PROFESSIONAL EXPERIENCE

EASTMAN CHEMICAL COMPANY, Kingsport, TN
1970-2004

Development and Technical/Marketing Associate, 2001-2004

Hybrid business position charged with responsibility for developing Polyester Polymers for Fibers business, providing technical support, expanding market focus for specialty polymers and additionally serving as internal consultant to new Nonwovens marketing initiative that integrated products from four business organizations. Led introduction of new FR & UV packages for PET.

Research Associate and Project Leader, 1988-2001

Utilized specialized skills in Cellulose Esters Research Laboratory for developing biodegradable polymers/fibers for nonwovens and papers, and in Melt Spun Fibers Technology & Services Laboratory for spinning and process optimization of existing and new polymers, including polymeric blends and low Tg copolyesters. Served as Team Leader in Exploratory Fibers Research Laboratory for developing and later commercializing spontaneously wettable, fluid moving capillary surface materials.

Various Positions of Increasing Responsibility, 1970-1988

Included Chemist, Senior Chemist, Group Leader, Lab Supervisor in Development and Technical Service for Dyes, Chemicals, and Fibers.

MILITARY EXPERIENCE

U.S. Army

1968-1970

Captain – U.S. Army Natick Laboratories, Natick, MA (Body Armor Development) and 101st Airborne Division, Vietnam

EDUCATION

MS, Textiles, Engineering and Science, Institute of Textile Technology, Charlottesville, VA,
1967

BS, Chemistry, Davidson College, Davidson, NC, 1965

Completed Air Pollution Courses, East Tennessee State University, Johnson City, TN, 1971

Completed Courses in Economics, Virginia Commonwealth University, Richmond, VA, 1967-
1968

PROFESSIONAL DEVELOPMENT AND AWARDS

Managing Editor, Journal of Engineered Fibers and Fabrics (part time, 2005-present)

Co-Chairman, TANCON 2006 International Nonwovens Conference, U. of Tennessee

Chairman, INTC 05 (International Nonwovens Technical Conference, 2005)

President, The Fiber Society, 2004; initiated The Fiber Society Newsletter
TAPPI Nonwovens Division Leadership & Service Award (Technical Association of the Pulp & Paper Industry), 2004
INDA Chairman's Lifetime Achievement Award (Association of the Nonwoven Fabrics Industry), 2002
Eastman Chairman's Award, for development of copolyester polymers for fibers, 2000
Member, Industrial Advisory Board, School of Textiles, Fiber & Polymer Science, Clemson University
Two-term chairman, INDA Technical Advisory Board
Past president, Southern Textile Research Conference
*Chamber of Commerce: ENCORE 2006 Council Chair, Leadership Kingsport program
*Board of Directors, several Nonprofits; Past President, Sullivan South Area Community Chest

ADDENDUM

PUBLICATIONS AND PATENTS

Presentations and Publications included: Over 72 papers on melt blowing of polyesters; bicomponent fibers; copolyester binder fibers; powder bonding; nonwovens; spunbonds; correlation of thermal analysis to fiber properties; dynamic insulation testing; 4DG/4SW and other spontaneously wettable capillary surface materials; biodegradable copolyesters; PCT, PEN polyesters; warp sizing/desizing with water dispersible copolyesters; disperse dyeing, energy conservation in dyeing; and finishing; including: "Fibers and Nonwovens – Thoughts on the Next 8-10 Years...", TANCON 2004 Nonwovens Conference, University of Tennessee; "New Biodegradable Copolyester for Fibre and Nonwoven Applications", EDANA Nonwovens Conference 2001 (Denmark), later published; "Established and New Copolyester Polymers for Binder Fibers", INDA-TEC '98 International Nonwovens Conference, best paper in audience ratings, later published; "Preparation, Dyeing and Finishing of Woven Textured Polyester", three-part publication in March, April, May 1977 issues of American Dyestuff Reporter; "Dyeing and Finishing Textured Filament-Filled Polyester/Cotton Blends", paper presented by invitation at seven conferences. Additionally, authored chapter on "Melt Blowing Polyesters" in Miller-Freeman monograph on melt blowing. After retirement from Eastman, co-authored papers on FR and a paper on "Novel Additive Delivery System for Natural Fibers", presented at INTC 2006.

Patents included: U.S. 5,268,229 "Spinneret Orifices and Filament Cross-Sections with Stabilizing Legs Therefrom" (1993); U.S. 6,562,938 B2 "Copolyesters and Fibrous Materials Formed Therefrom" (2003); U.S. 6,582,818 B2 "Polyesters Having a Controlled Melting Point and Fibers Formed Therefrom" (2003); U.S. 6,818,293 "Stabilized Polyester Fibers and Films" (2004); and U.S. 6,989,193 B2 "Water-Dispersible and Multicomponent Fibers from Sulfopolyesters" (2006).